## IN THE UNITED STATES DISTRICT COURT FOR THE DISTRICT OF MASSACHUSETTS

AMAZIN' RAISINS INTERNATIONAL,	INC.
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Plaintiff,

v.

Civil Action No. 1:04-cv-12679-MLW

OCEAN SPRAY CRANBERRIES, INC.,

Defendant.

## **DECLARATION OF ALANA SHARENOW, ESQ.**

- 1. I am Senior Corporate Counsel at Ocean Spray Cranberries, Inc.
- 2. I have been an attorney in Ocean Spray's legal department continuously for the past 9.5 years.
- 3. I have expertise in intellectual property law and I have principal responsibility for managing this action on behalf of Ocean Spray.
- 4. I have been involved in the settlement of numerous intellectual property disputes during my tenure at Ocean Spray.
- 5. I have attended all substantive meetings and hearings in this case including all settlement meetings, the technical tutorial and claim construction / summary judgment hearing.
- 6. On March 24, 2006, I attended a settlement meeting with Ocean Spray's lead outside counsel in this action, Michael Zeliger and the principals and counsel for ARI in Washington DC in compliance with the Court's order.
- 7. At that meeting, Douglas Williams, who was at the time ARI's lead outside counsel, made several unequivocal remarks about the control and purpose of the ARI litigation.

- 8. Mr. Williams told me that Merchant & Gould had a contingent fee arrangement with ARI.
- 9. He also remarked that his firm had already budgeted for the resources to try this case.
  - 10. He further said that trying case would be good training for his colleague.
- 11. Next he claimed that ARI had turned full settlement authority over to Merchant & Gould and that firm alone controlled the decision to settle this case or not.
- 12. He also predicted that Ocean Spray was paying for its defense and that the defense would be very expensive.

Signed under penalties of perjury, this 12<sup>th</sup> day of September in Middleboro,

Massachusetts.

Alana Sharenow, Esq.